

Date: 13th August, 2018

To, Dept. of Corporate Services, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 BSE Scrip Code: 533161	To, The Listing Department, National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051 NSE Scrip Code: EMMBI
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Sub: Investor Presentation to Analysts/Investors

Dear Sir/Madam,

We are attaching herewith a copy of the investor presentation on the Un-Audited Financial Results of the Company for the Quarter ended 30th June, 2018 which will be presented to Analysts/ Investors.

The aforesaid presentation is also available on the Company's website www.emmbi.com.

Kindly take the above information on your records.

Thanking you,

Yours faithfully,

For Emmbi Industries Limited



Kaushal Patvi
Company Secretary



Encl: As above

Emmbi Industries Limited Investor Presentation Q1, FY 2018–19



Disclaimer

This is not an investment recommendation, and this presentation contains forward-looking statements, identified by words such as 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates' and so on.

All statements that address expectations or projections about the future, but not limited to the Company's strategy for growth, product development, market position, expenditures and financial results, are forward-looking statements. Since these are based on certain assumptions and expectations of future events, these are subject to extraneous, as well as other factors. You are required to do your own research prior to making any strategic or commercial decisions based on this presentation. Neither the Company or its Directors, Management and/or Employees can be held liable for decisions made by the readers.

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1. Q1FY 2019 – Highlights

Key Operating Highlights

Revenue

+14%

(Q-O-Q)

EBIDTA

+119 bps

(Q-O-Q)

PAT and EPS

+14%

(Q-O-Q)

- Renewal of recognition of **In House R&D Unit** till March, 2021, by DSIR, Ministry of Science & Technology, GOI
- **Favorable currency mix** positively impacting exports revenue
- Enhanced thrust on the **Retail Distribution Network** leading to Improvement of share in B2C Segment
- Adoption of **Industry 4.0** leading to Optimization in Production and Sustainable Human Capital Development
- Steady improvement in the **product mix and cost optimization** to drive profitability

Retail Operations

- **Investment in Retail Brands** Continued investment in building strong retail brands like Emmbi Jalasanchay (Water Conservation Vertical) and Emmbi Krishirakshak (Agro Polymer Vertical)
- **Rural Brand Development** Focus on brand development in rural markets through a strategic business unit, Avana, to harness brand growth
- **Retail Validation** Commitment to create a healthy retail brand through effective validation of processes and products at pre and post stages of retail operations
- **Greater Retail Consumer Connect** Enhanced penetration in Rural Markets by participation in various state and national level exhibitions

FY '19 - Q1 New Initiative



Landing Page of the Proposed Website



- **Avana**, a specialized division for Emmbi's retail initiative
- Avana is a Sanskrit word that means protection
- The division will be focused on protecting farmer income from uncertainty
- Building a modern workplace that's focused on innovation to focus on attracting Gen Z & Millennials talent to the company

Impact Film Link

<https://www.youtube.com/watch?v=8CfYFEWSITg>



2. Financial Performance

Sustained growth across all financial parameters

(₹ Millions)	2014	2015	2016	2017	2018	Q1 2019
Revenues	1,680	1,929	2,177	2,410	2,790	716
EBIDTA	154	202	270	297	353	95
PAT	43	60	106	124	153	41
EPS	2.45	3.37	5.99	7.03	8.63	2.29
BV	32.89	35.86	41.24	47.74	55.53	57.79

**40+
Products**

**14
Patents**

**200+
Clients**

**56
Countries**

Increase	2014	2015	2016	2017	2018	Q1 2019
Increase in Revenue %	13.94	14.81	12.83	10.72	15.77	13.66
EBIDTA %	9.69%	10.99%	12.97 %	12.94%	13.87%	14.62%
Increase in PAT %	33.70	37.62	77.63	17.36	22.73	13.97



3. Business Verticals and Growth Drivers

Business Verticals



Specialty Packaging

**Estimated Global Market:
30 US \$ Billion**

Currently accounting for the bulk of our products, the Specialty Packaging division caters to a wide array of industries, from food and pharma to chemicals, cement and more – to transport and store materials.



Advanced Composites

**Estimated Global Market:
36.5 US \$ Billion**

The Advanced Composites division focuses on creating high-tech solutions for specialized applications. This division creates solutions for hazardous waste management, asbestos removal, fire-retardant applications etc.



Water Conservation

**Estimated Global Market:
2.5 US \$ Billion**

The Water Conservation portfolio, as the name suggests, focuses on creating solutions for the storage, transport and distribution of water. These products – like pond liners and flexible tanks – are marketed under the Jalasanchay brand.

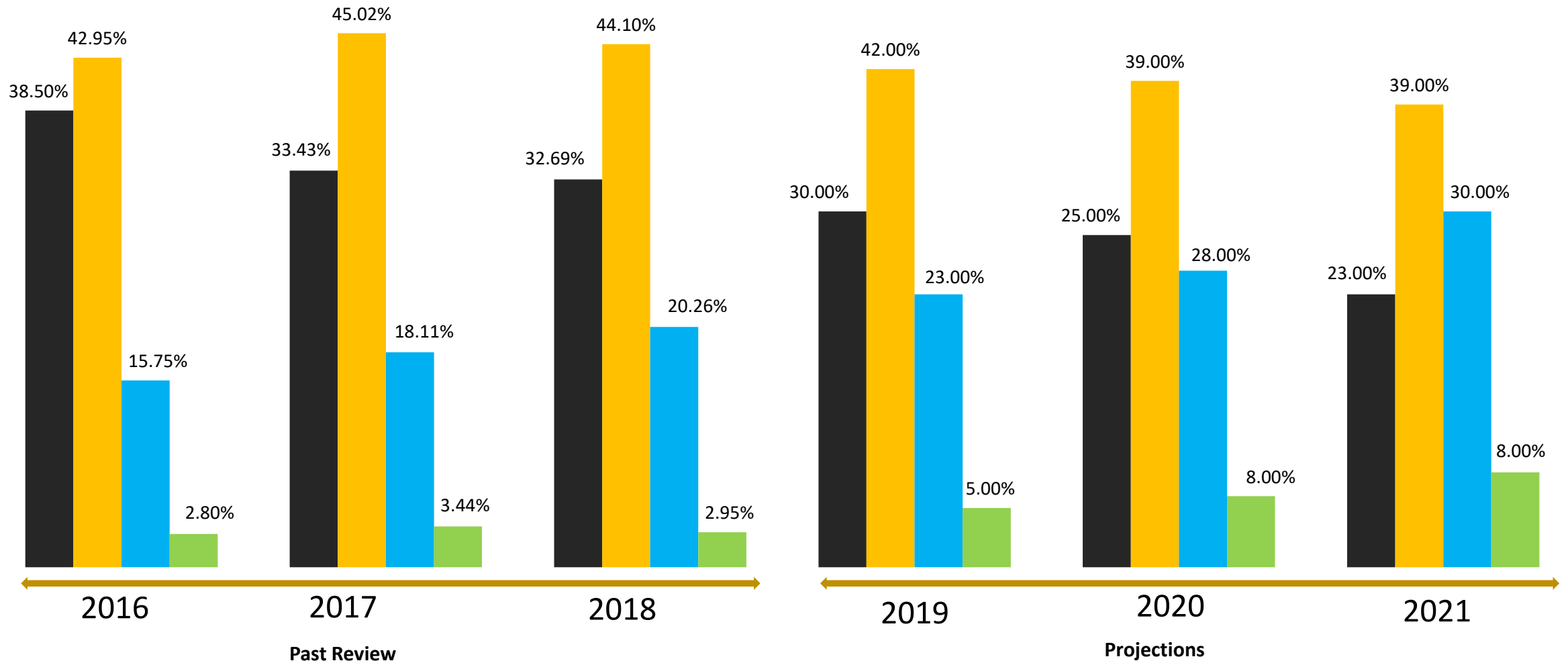


Agro Polymers

**Estimated Global Market:
4 US \$ Billion**

Products manufactured by the Agro Polymer division are marketed under the Krishirakshak name. These focus primarily on crop protection and de-risking the farmer from the weather. Typical applications include Mulch Films, Crop Covers and flexible pipes.

Revenue Breakdown



Growth Drivers



Specialty Packaging



Advanced Composites



Water Conservation



Agro Polymers

Strengthen B2B Base

Consolidate across industry verticals

Increased share of Value Added Products

Focus on margin expansion through better acceptance of value added products

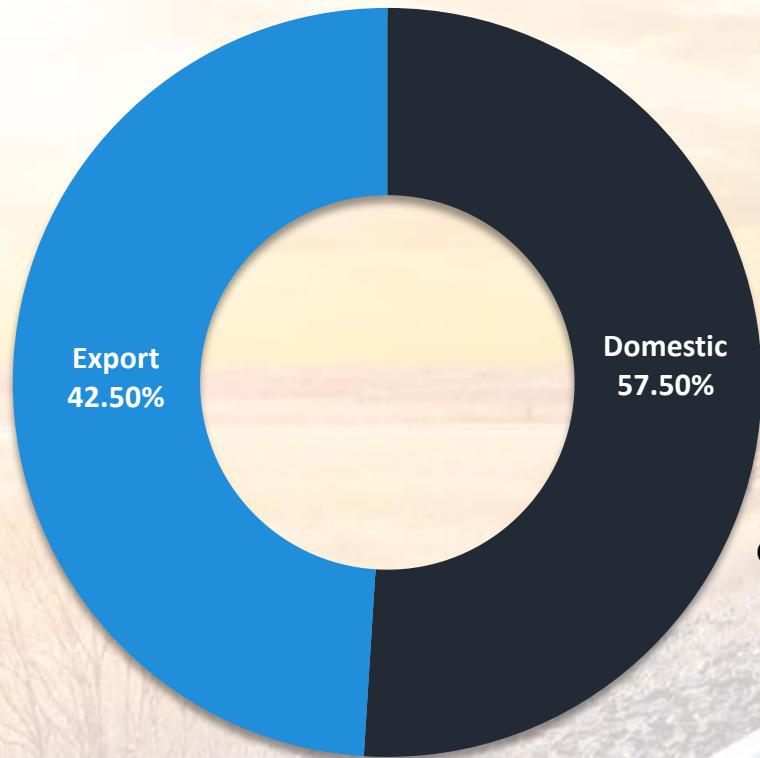
Expand B2C Vertical

Develop advanced products in B2C segment to drive margins

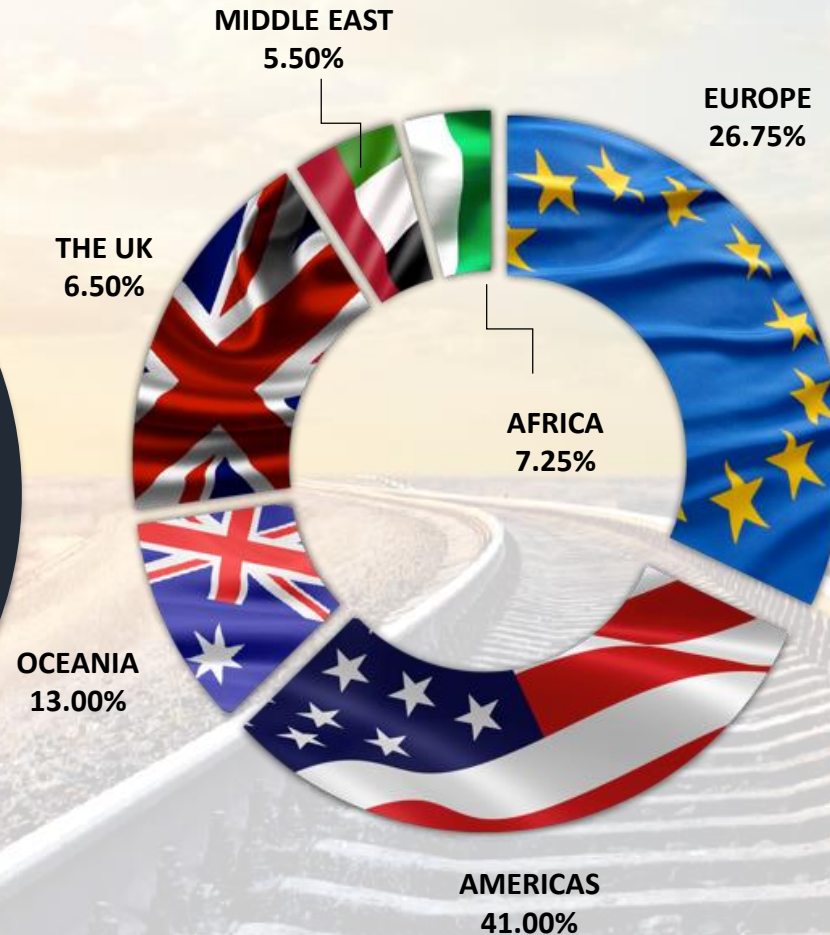
Shift in Buying Pattern

Cater to greener, cleaner and efficient crop protection technology

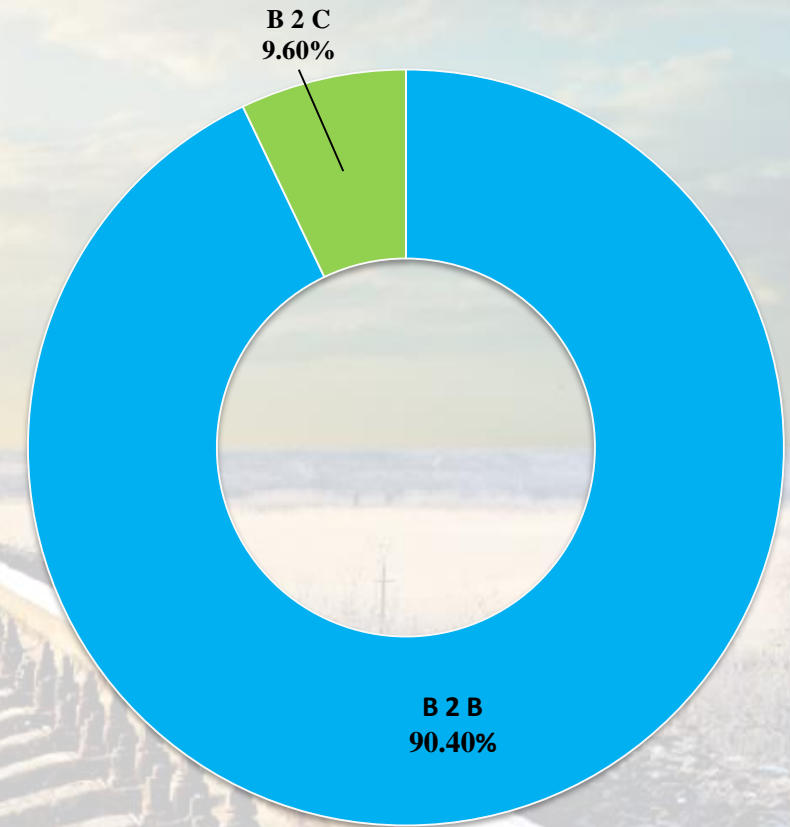
Business by geography and vertical



BUSINESS SPLIT AS OF 31st March, 2018



EXPORT : GEOGRAPHIC SPREAD



BUSINESS SPLIT : B2B vs B2C

THANK YOU

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